

April 8, 2025

Dear LMI Customers,

I am sincerely hoping that this does not become a weekly newsletter, but as the announced tariffs were SIGNIFICANTLY different from what we expected, we thought it best to provide another update.

GOOD NEWS: As of today, goods covered by the USMCA trade agreement are not subject to tariffs when imported to the USA. This covers the vast majority of the products manufactured and sold by LMI, including ALL of our laser profiler sensors.

BAD NEWS: We do have a few products that are not manufactured in Canada which will be subject to US tariffs.

These are:

- The Gocator 4000 family of Co-axial Confocal Sensors
- The Gocator 5504 Dual Axis Confocal Sensor
- All versions of the GoMax accelerators (NX, Orin, and Orin+)

The G4000s and the G5504 are manufactured in Finland and are therefore subject to a 20% tariff which covers the entire EU. The GoMax accelerators are made in Taiwan and are subject to a 32% tariff. As a reminder, if you order one of these products the tariffs will be handled as follows:

IMPORTER OF RECORD: If **your company** is ordering directly from LMI Canada and acting as your own importer into the USA, you will be charged 100% of the full US tariff on all applicable goods by **US Customs**.

For most of our US customers, **LMI acts as the importer of record** and we ship to you via our 3PL partner. If your company is currently ordering from LMI's US subsidiary, this is the case for you. For orders processed under this condition, LMI will add **85% of the current US tariffs as a surcharge** to the invoice (and future sales order confirmations) for all Canadian-made products and repairs. This surcharge will appear as an additional line item on your invoice. We can offer this slight discount as we import goods at an internal transfer price.



IMPLEMENTATION: The required surcharge will be added immediately to all orders which have not yet been fulfilled.

In general, we are hopeful that the US tariffs will not impact most of our US customers. We understand that the situation is fluid and we'll do our best to keep you updated on any possible impacts to your business.

Thank you for your continued partnership.

Sincerely,

A handwritten signature in black ink, appearing to read 'Len Chamberlain', written over a light gray rectangular background.

Len Chamberlain
Chief Commercial Officer
LMI Technologies